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## **MASSACHUSETTS INTERNATIONAL TRADE COUNCIL, INC. (MITC)**

The Massachusetts International Trade Council was established in January, 1984 to address the exporting needs of Massachusetts firms. The Council is a quasi-public agency that assists Massachusetts companies at no charge to the company.

The primary objective of the Council is to work with small and medium sized Massachusetts companies to assist them in entering an export market for the first time or to help them increase their export sales. Towards this end, the Council provides one-on-one corporate counseling, has led numerous overseas trade missions, has attended international trade shows accompanied by Massachusetts companies and actively develops international contacts and trade leads. The Council also has available an export database which provides contacts in overseas markets to assist Massachusetts companies in their export promotion. If you would like your company to be entered into our database, please complete the questionnaire at the back of the directory.

The Council has published the *Massachusetts International Biomed Directory* as part of our mission to promote the Massachusetts biomedical industry internationally. The Council would be the first contact for international companies to make who are interested in identifying Massachusetts companies within the biomedical industry who are seeking international distribution, licensing agreements or strategic partners.

For further information, please contact:

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## ***AN OVERVIEW OF THE MASSACHUSETTS BIOMEDICAL INDUSTRY***

Massachusetts is one of the principal economic, educational, technological, and financial centers of the United States, enjoying a unique set of assets rarely available in the same combination in other regions of the country. It is a world center for basic and applied research, new product development, and entrepreneurship. With one of the highest concentrations of colleges and universities and hospitals in the nation, Massachusetts has become a world center for the development of new technologies including biotechnology, new materials and software. Massachusetts is also the home of a highly skilled and educated labor force, which is well adapted to technological change and innovation.

These attributes have created an environment where innovative companies are continually being spun-off from existing firms and local universities, and which acts as a magnet for firms from outside of the state considering a new American location. Supporting these attributes is a strong and dynamic financial community together with a state government that is committed to business growth. There exists as well a strong physical and service infrastructure that is necessary for businesses to operate profitably.

Biotechnology in Massachusetts is a dynamic and sophisticated industry. Many of the factors that have contributed to Massachusetts' pre-eminence in high technology have also thrust the state into the vanguard of the biotechnology industry. Over the last decade, Massachusetts has emerged as a major center in the United States for biotechnology research/development and production. A number of factors have contributed to this development, including the historical receptivity of the New England area to risk-taking and innovation. Perhaps, however, the more important factor is Massachusetts' educational excellence. The great concentration of world class educational, research, and medical facilities located in Massachusetts provides both a magnet to and a rich source of talented scientists, technicians, and other professionals.

The prospects for the continued growth of the Massachusetts biotechnology industry are very good. In fact, a recent report by the Massachusetts Biotechnology Council estimates that as many as 150 biotechnology companies with revenues of \$3 billion and 75,000 employees will exist in Massachusetts by the year 2000.

Companies that decide to locate in Massachusetts are joining a unique industrial community. Although the field is a competitive one, the state's biotechnology community members work cooperatively with each other. As a result, Massachusetts has one of the oldest and most active biotechnology industry associations in the United States, the Massachusetts Biotechnology Council (MBC). The MBC provides a network that serves common interests. It represents biotechnology concerns at the state level, endorsing supportive legislation and actively participating in the regulatory process. The Council works closely with local governments to produce responsible regulations that allow companies to operate competitively while providing adequate safeguards to communities.

The importance of biotechnology to the state's economic future is recognized at all levels of state and local government. A number of state agencies and organizations include on their program agendas support strategies for the development of biotechnology-related activities. Since it was established in 1985, the Massachusetts Centers of Excellence Corporation, a quasi-public agency, has awarded a dozen biotechnology grants to companies and academic institutions for technology transfer projects valued at over \$2 million.

The Massachusetts Biotechnology Research Institute (MBRI) is a consortium of seven Worcester-area universities and research institutions actively involved in stimulating technology transfer activities in the state through capital assistance and incubator facilities. MBRI is located at the 100 acre Massachusetts Biotechnology Research Park in Worcester, established adjacent to the University of Massachusetts Medical Center.



## *EDUCATIONAL INFRASTRUCTURE*

Massachusetts' reputation as a leading center for learning in the United States is upheld by the continuing stream of new ideas that originate from such outstanding public and private universities, as Harvard, Massachusetts Institute of Technology the University of Massachusetts, Tufts and Boston University. With its 129 public and private colleges and universities, Massachusetts has the highest concentration of institutions of higher learning of any state in the nation. These institutions attract over 400,000 students per year, a great proportion of whom choose to remain in the state after completing their studies.

According to the most recent Gorman Report, which ranks the top twenty universities in the United States in each of the major academic disciplines, Massachusetts graduate programs are rated first in the nation in almost all biomedical and engineering related fields. M.I.T. is first in microbiology, cellular/molecular biology, and biochemistry, while Harvard is first in chemistry. M.I.T. and Harvard rank third and fourth in bioengineering/biomedical engineering respectively.

The number of university programs in life sciences is increasing as is the matriculation in existing programs. Table 1 lists the masters and doctoral programs in the biomedical fields in Massachusetts.

Although there is not a central source that collects and maintains information on the annual number of Massachusetts students enrolling and graduating in biomedical disciplines, a phone survey of the major universities in the state was conducted. Table 2 lists those results.

In addition to the those graduate and Ph.D programs listed in Table 2, Massachusetts has four medical schools: Boston University (BU), Harvard University, Tufts University, and the University of Massachusetts Medical School as well as one veterinary school, Tufts University School of Veterinary Medicine. Enrollment for these programs is outlined in Table 3.

**TABLE 1**  
**MASTERS AND DOCTORAL PROGRAMS**  
**IN THE BIOMEDICAL FIELD**  
**IN MASSACHUSETTS**

<u>UNIVERSITY</u>	<u>PROGRAM</u>
Boston College (Boston)	biochemistry, biology and biomedical sciences
Boston University (Boston)	cell biology, neurobiology, biochemistry, biophysics, chemistry microbiology, pharmacology and experimental therapeutics, biomedical engineering
Brandeis University (Waltham)	biology, cell biology development, genetics, microbiology, biochemistry
Clark University (Worcester)	biochemistry, biochemical and developmental genetics, microbiology, biochemistry
Harvard University (Cambridge)	cellular and development biology, cancer biology, molecular genetics, cell biology, biology, bioelectricity and biomechanics, biochemistry, nutritional biochemistry, biomedical chemistry, chemistry, biophysics, immunology, virology, pharmacology, toxicology, biomedical engineering, medical engineering, medical physics
M.I.T. (Cambridge)	biochemistry, biological chemistry, cellular and development biology, neurobiology, immunology, microbiology, biochemical engineering, medical engineering, medical physics

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**TABLE 1 (CONTINUED)**

<b><u>UNIVERSITY</u></b>	<b><u>PROGRAM</u></b>
Northeastern University (Boston)	biology, biomedical sciences, pharmaceuticals, pharmacology, toxicology, medical chemistry, medical laboratory science
Tufts University (Medford)	cellular biology, developmental biology, reproductive biology, biochemistry, pharmacology, immunology, microbiology, biomedical engineering
University of Massachusetts (Amherst/Boston/ Worcester)	molecular and cellular biology, biotechnology, biomedical science, microbiology, neurobiology, immunology, biochemistry, molecular genetics, pharmacology
Worcester Polytechnic Institute (Worcester)	biology, biomedical and clinical engineering

Source: Massachusetts Office of International Trade, 1988.

**TABLE 2**  
**STUDENTS ENROLLED IN**  
**BIOMEDICAL PROGRAMS**  
**IN MASSACHUSETTS**

<u>UNIVERSITY</u>	<u>PROGRAM</u>
Boston University (Boston)	Biochemistry (1986)
	- 8 Ph.D
	- 10 M.S.
	- 80 matriculated students
	Chemistry (1986)
	-9 Ph.D
	-3 M.S.
	Microbiology
	-3 Ph.D
	-1 M.S.
	-33 matriculated students
	Biology
	-20 Ph.D
	-8 M.S.
	-111 matriculated students
	Biomedical Engineering
	-20 Ph.D candidates
	-65 matriculated students
	Pharmacology and Experimental Therapeutics
	-1 Ph.D
	-9 matriculated students

**TABLE 2 (CONTINUED)**

<u>UNIVERSITY</u>	<u>PROGRAM</u>
Boston University (Continued)	Medical School (1986) -17 Ph.D/M.D. -21 M.S./M.D.
University of Massachusetts (Boston)	Biology Department (1988) -50 B.S. -4 M.S.  Biotechnology and Biomedical Science (1988) -4 M.S. -13 matriculated students
Harvard University (Cambridge)	Biology (1986) -7 Ph.D -11 M.S. -68 matriculated students  Cellular and Developmental Biology (1986) -11 Ph.D -5 M.S. -62 matriculated students  Division of Medical Sciences (M.D./Ph.D) (1986) -23 Ph.D -238 matriculated students  Biochemistry and Molecular Biology (1986) -7 Ph.D -62 matriculated students



TABLE 2 (CONTINUED)

<u>UNIVERSITY</u>	<u>PROGRAM</u>
Harvard University (Continued)	Genetics (1988) -4 Ph.D -58 matriculated students
	Biological Chemistry and Molecular Pharmacology (1988) -8 Ph.D -56 matriculated students
	Biophysics (1986) -3 Ph.D -36 matriculated students
	Microbiology and Molecular Genetics (1988) -2 Ph.D -43 matriculated students
	Pharmacology (1986) -3 Ph.D -17 matriculated students
	Immunology (1988) - 4 Ph.D - 39 matriculated students
Brandeis University (Waltham)	Biology* (1988) -7 Ph.D -1 M.S. *(includes cell biology, genetics, microbiology and developmental biology)

**TABLE 2 (CONTINUED)**

<u>UNIVERSITY</u>	<u>PROGRAM</u>
Brandeis University (Continued)	Chemistry (1988) -10 Ph.D -7 M.S.
	Biochemistry (1988) -6 Ph.D -1 M.S.
	Biology* (1986) -3 Ph.D -5 M.S. -80 B.S. -21 matriculated students * (includes cellular, developmental, and reproductive biology)
Tufts University (Medford)	Pharmacology (1987) - 16 Ph.D - 1 M.S.
	Biology (1986) -3 Ph.D -4 M.S. -20 matriculated students
	Biochemistry (1988) -1 Ph.D
Clark University (Worcester)	Chemistry (1988) -2 Ph.D -2 M.S.

**TABLE 2 (CONTINUED)****UNIVERSITY****PROGRAM**

M.I.T.  
(Cambridge)

Applied Biological Sciences (1986)  
-20 Ph.D  
-10 M.S.  
-103 matriculated students

Chemistry (1986-1988)  
-116 Ph.D  
-11 M.S.  
-225 matriculated students

Medical Engineering/Physics (1986)  
-4 Ph.D  
-42 matriculated students

Worcester  
Polytechnic  
Institute  
(Worcester)

Biology and Biotechnology (1986-1988)  
-3 Ph.D  
-5 M.S.  
-23 matriculated students

Biomedical and Clinical Engineering  
(1986-1988)  
-3 Ph.D  
-20 M.S.  
-18 matriculated students

Northeastern  
University  
(Boston)

Biology (1988)  
-2 Ph.D  
-12 M.S.  
-65 matriculated students

**TABLE 2 (CONTINUED)**

<b><u>UNIVERSITY</u></b>	<b><u>PROGRAM</u></b>
Northeastern University (Continued)	Pharmacology (1988) -4 Ph.D -3 M.S. -30 matriculated students  Biomedical Science* (1988) -3 Ph.D -11 M.S. *(includes pharmaceuticals, medical science, medical technology, toxicology)
University of Massachusetts (Amherst)	Molecular and Cellular Biology (1986) -1 M.S. -37 matriculated students  Biochemistry (1986) -4 Ph.D -1 M.S. -7 matriculated students

Source: Massachusetts Office of International Trade, 1988

**TABLE 3****MEDICAL SCHOOLS  
IN MASSACHUSETTS**

<u>UNIVERSITY</u>	<u>NUMBER OF GRADUATES PER YEAR</u>	<u>TOTAL ENROLLMENT</u>
Harvard University	165	665
Tufts University (Medical)	150	600
Boston University	150	620
University of Massachusetts	100	420
Tufts University (Veterinary)	61	264

Source: Massachusetts Office of International Trade, 1988



## ***TEACHING INSTITUTIONS AND HOSPITALS***

Massachusetts' four medical schools and their 22 major affiliated teaching hospitals are world-renown for their excellence in patient care. Clients from around the world make pilgrimages to Massachusetts to secure medical consultation and intervention. Likewise, students from around the world seek basic professional training in Massachusetts' medical schools and advanced clinical experience as residents in the teaching hospitals. A listing of affiliated teaching hospitals in Massachusetts appears in Table Four.

Besides providing patient care and medical education, faculty at academic medical centers engage in biomedical research. Because the research almost always involves human subjects or was promoted by patient care problems, it is applied rather than theoretical in nature and hence likely to have the potential for commercialization.

Due to the commercial significance of both patient-oriented biomedical research and late-stage clinical undertaken in academic medical centers, extensive ties have developed between researchers at these centers and biotechnological, pharmaceutical, medical device and instrumentation corporations. An example of the level of these ties is the 1980 commitment by Hoechst to fund a \$50 million genetics department at Massachusetts General Hospital. In addition, New England Medical Center with 30-40 percent of its faculty engaged in consulting or working with companies is typical of many of the state's academic medical centers.

The process by which businesses formally and informally consult with researchers at academical medical centers also serves as a major conduit for technology transfer in the medical field. Given the unique density of first-rate medical activities in Massachusetts' academic medical centers, it is not surprising that the connections between the business sector and medical researchers is strong and growing.

Teaching hospitals in Massachusetts with research funding over \$1 million include:

- Boston University Hospital (Boston)
- Brigham and Women's Hospital (Boston)
- Beth Israel Hospital (Boston)
- Children's Hospital (Boston)
- Dana Farber Cancer Institute (Boston)
- Massachusetts Eye and Ear Infirmary (Boston)
- Massachusetts General Hospital (Boston)
- McLean Hospital (Belmont)
- New England Deaconess Hospital (Boston)
- New England Medical Center (Boston)
- St. Elizabeth's Hospital (Boston)
- University of Massachusetts Hospital (Worcester)

**TABLE 4**

**MEDICAL SCHOOLS & THEIR MAJOR  
AFFILIATED TEACHING HOSPITALS**

**BOSTON UNIVERSITY MEDICAL SCHOOL**

University Hospital

Carney Hospital

Veterans Administration Medical Center, Boston

Boston City Hospital

**HARVARD UNIVERSITY MEDICAL SCHOOL**

Brigham and Women's Hospital

Beth Israel Hospital

Children's Hospital Medical Center

Dana-Farber Cancer Institute

Massachusetts Eye and Ear Infirmary

Massachusetts General Hospital

McLean Hospital

Mount Auburn Hospital

New England Deaconess Hospital

**TUFTS UNIVERSITY MEDICAL SCHOOL**

New England Medical Center

Baystate Medical Center

Faulkner Hospital

St. Margaret's Hospital for Women

St. Elizabeth's Hospital

**UNIVERSITY OF MASSACHUSETTS MEDICAL SCHOOL**

University of Massachusetts Hospital

Berkshire Medical Center

Worcester Memorial Hospital

St. Vincent Hospital

Source: COTH Directory 1987, Council of Teaching Hospitals, Association  
of American Medical Colleges

**TABLE 5**

**NIH RESEARCH AND DEVELOPMENT AWARDS  
TO TOP TEN STATES  
FISCAL YEAR 1986  
(in thousands of dollars)**

<u>STATE</u>	<u>TOTAL</u>	<u>% OF TOTAL</u>
1. California	649,508	17
2. New York	562,625	15
3. MASSACHUSETTS	473,137	13
4. Maryland	275,696	7
5. Pennsylvania	249,892	7
6. Texas	214,556	6
7. Illinois	152,870	4
8. North Carolina	152,625	4
9. Washington	133,089	4
10. Connecticut	121,763	3
USA - TOTAL	\$3,739,147	

Source: National Institute for Health Data Book 1986.

**TABLE 6****NIH RESEARCH TRAINING  
TOP TEN STATES  
FISCAL YEAR 1986  
(in thousands of dollars)**

<b><u>STATE</u></b>	<b><u>TOTAL</u></b>	<b><u>% OF TOTAL</u></b>
1. California	\$ 35,252	16
2. MASSACHUSETTS	27,990	13
3. New York	24,376	11
4. Maryland	13,213	6
5. Pennsylvania	11,435	5
6. North Carolina	9,727	4
7. Illinois	8,737	4
8. Connecticut	8,565	4
9. Washington	7,621	4
10. Texas	7,466	3
USA - TOTAL	\$ 217,149	

Source: National Institute for Health Data Book 1986.





## **RESEARCH**

Massachusetts is a major center for medical and biological research. There are several ways to measure the level of research occurring in Massachusetts, but perhaps the best measure is the amount of federal dollars flowing into the state's universities and research centers (see Table 5). Most research and development funding in the life sciences is sponsored by the National Institute of Health (NIH) or the National Science Foundation (NSF). According to the latest NIH Data Book, Massachusetts with only 2.4 percent of the U.S. population received 13 percent of all NIH grants for research and development and 13 percent of all grants for research training. For both research and development and funding for research training the top ten states account for 80 percent and 70 percent of all NIH/NSF funding respectively.

An additional measure of the research activity in Massachusetts is the number of doctoral scientists residing in Massachusetts in comparison to other states (see Table 6). What needs to be kept in mind when reviewing the following table is that except for Maryland and North Carolina which have comparable populations, the other states listed range from two to five times the population of Massachusetts.

The largest part of Massachusetts' research industry is comprised of university labs, centers and institutes. In order to give a flavor of the type of research occurring in Massachusetts a description of a few of the university research facilities in the state is listed below:

### **M.I.T.**

Resources at M.I.T. include the Clinical Research Center, with a 12-bed hospital and outpatient services, the Center for Cancer Research, and the Biotechnology Process Engineering Centers. M.I.T. is also affiliated with the Whitehead Institute for Biomedical Research and the Harvard-M.I.T. Division of Health Sciences and Technology, which awards a joint M.D./Ph.D degree.

### **Biotechnology Process Engineering Center (BPEC)**

A \$20 million engineering research center initiative of the National Science Foundation. The BPEC is the first NSF-sponsored national center. Established at M.I.T. in 1985, the BPEC provides cross-disciplinary educational and research programs and maintains an active involvement with industry. The center is conducting generic applied research involving biotechnology scale-up and manufacturing, as well as training students and providing short-term courses and lab practicum for scientists from industry. The center hopes to address advanced concepts in the manufacturing of complex therapeutic proteins. The three main areas currently being researched include biological principles in protein production, engineering principles in protein production, and downstream processing in biotechnology.

The BPEC has an industrial consortium comprised of companies in the biotechnology industry. Through the Technical Coordination and Technology Transfer offices, consortium members are kept up-to-date on new technological discoveries and other activities occurring at the center. The Consortium also provides its members with updated lists of graduates available for employment, highlighting specific with areas of expertise and other relevant information.

The center provides personnel exchange programs in which participants may come to the center to learn about biotechnology from the basics onward, gaining valuable laboratory experience. Since 1985, over twenty visiting scientists from around the world have participated in BPEC programs for periods ranging from three months to one year. Undergraduate participants in BPEC currently number 73 and come from thirteen different departments at M.I.T. In 1987, a total of sixteen post-doctoral research associates were involved with the Center.

### **The Whitehead Institute**

A non-profit, independent basic research and teaching institution. The Institute is affiliated with M.I.T. in its teaching activities, but its

finances and staff are wholly its own responsibility. Some of the nation's most renowned scientists are directing the laboratories and research projects at the Institute. David Baltimore, one of the youngest recipients of the Nobel Prize in Physiology or Medicine, is currently engaged in research there.

The Institute offers a unique fellowship program which provides three to five year appointments to promising young scientists, giving them laboratory space and independent status to pursue their research without teaching responsibilities.

### **TUFTS UNIVERSITY**

#### **Biotechnology Engineering Center (BEC)**

The BEC is an interdisciplinary education, research, and development center that sponsors educational programs and conducts basic and applied research in biochemical process technology. The center's pilot fermentation plant is one of the largest academically based facilities of its kind in New England. Collaboration with a number of biotechnology companies enables the BEC to address specific problems in microbial fermentation, mammalian cell culture, scale-up, product purification techniques, and applied enzymology. The National Science Foundation has just awarded the center a \$670,000 grant.

In a collaborative effort with the researchers at Tufts University School of Medicine and the Massachusetts General Hospital, scientists at the BEC hope to simplify the preparation of cells that search out and destroy cancerous tumors. The center's researchers are also working to promote human and animal health in Third World countries through the production of new vaccines and diagnostics. The center's capabilities in such areas as gene manipulation, fermentation, and mammalian cell culture enhance ongoing research at Tufts in infectious diseases, parasitology, immunology, and other areas relevant to Third World health problems being addressed by the University's Veterinary and Medical schools and the School of Nutrition.



**TABLE 7****NUMBER OF DOCTORAL SCIENTISTS IN THE LIFE SCIENCES  
TOP TEN U.S. STATES  
(1983)**

<b><u>STATE</u></b>	<b><u>BIOLOGICAL SCIENCES</u></b>
1. California	7,013
2. New York	5,748
3. Maryland	3,460
4. Texas	3,179
5. Pennsylvania	2,812
6. Illinois	2,646
7. MASSACHUSETTS	2,639
8. North Carolina	2,011
9. Ohio	1,993
10. Michigan	1,929

<b><u>STATE</u></b>	<b><u>MEDICAL SCIENCES</u></b>
1. New York	2,690
2. California	2,451
3. Pennsylvania	1,504
4. Maryland	1,343
5. Texas	1,236
6. Illinois	1,226
7. Michigan	1,061
8. Ohio	879
9. MASSACHUSETTS	842
10. New Jersey	783

Source: Statistical Abstract 1985 (National Science Foundation)



## ***TRAINING RESOURCES: BAY STATE SKILLS CORPORATION***

The Bay State Skills Corporation (BSSC) was incorporated in 1981 to provide training programs for high demand occupations in Massachusetts and is the primary training organization in the state. Companies qualifying for training assistance enter into a memorandum of agreement with the BSSC, specifying the type of training desired. BSSC then arranges for delivery of the training by non-profit training organizations within the state's education systems or from the private sector.

BSSC's 50/50 Matching Grant Program provides non-restrictive funds to develop specialized training for skills from entry to advanced levels. BSSC requires that participating companies match BSSC funds by giving of their staff time and expertise, by donating equipment and supplies, and by offering internships or other contributions of value which will directly transfer corporate expertise into the educational setting. Contributions from the company may include cash, equipment, instructors, and other components of a good strong training program. The training takes place at existing schools, college and universities, and training centers in the state. If the company prefers, its own facilities and employees may be used as part of its in-kind contribution.

In 1986-1987, BSSC awarded \$1.9 million to 26 educational institutions to train 1,152 people.

Examples of BSSC 50/50 Matching Grant Program in biotechnology are outlined on the following pages:

1. BOSTON UNIVERSITY/BIOMEDICAL LABORATORY AND  
CLINICAL SCIENCES (1987-1988)

PROGRAM: Two courses for an Associate and Bachelors of  
Science degree.

AUDIENCE: Medical technicians seeking advancement; high  
school graduates; employed individuals seeking  
career change.

CURRICULUM: -Medical Terminology and Microcomputers  
-Introduction to Biomedical Laboratory Sciences

PRIVATE NEN Medical Products; Damon Clinical Hemagen  
SECTOR Diagnostics, H.P. Hood, Inc.  
PARTNERS:

2. TUFTS UNIVERSITY/BIOTECHNOLOGY, BIOCHEMICAL  
ENGINEERING (1987)

PROGRAM: Biotechnology Processing

AUDIENCE: 15 graduated students in the Biotechnology  
Engineering Center under the auspices of the College  
of Special Studies at Tufts.

CURRICULUM: Lectures:  
-microbial fermentation  
-preparative mammalian cell culture  
-protein/enzyme purification  
-pilot plant and production operations  
-analytical biochemistry  
-quality control  
-regulatory affairs  
-Lab work in pilot plant operations, company  
visits

PRIVATE                      Instrumentation Laboratory, Cambridge Research  
SECTOR                      Laboratory, Hygeia Science, BioRational  
PARTNERS:                  Technologies, Northeast Cryogenics, Inc.

3.      TUFTS UNIVERSITY/BIOTECHNOLOGY PROCESS  
         DEVELOPMENT (1986)

PROGRAM:                  Biotechnology Process Development

AUDIENCE:                15 students in entry level training  
                                17 students in advanced level training

CURRICULUM:            Entry level training for biotechnology plant  
                                technicians

Advanced level courses were developed:  
-principles of cell and microbe cultivation  
-biotechnology processing projects laboratory

PRIVATE                      A.D. Little, Bioassay Systems Research Corp.,  
SECTOR                      Biofluids, Inc., Biopure Fine Chemicals, Biogen,  
PARTNERS:                  Charles River Laboratories, DAmon Biotech, Du Pont  
                                NEN, Genetics Institute, Hygeia Sciences, Waters  
                                Chromatography

4.      TUFTS UNIVERSITY/MEMBRANE SEPARATION (1988)

PROGRAM:                  Development and presentation of a course which  
                                will provide participants with fundamentals and  
                                practical aspects of membrane processes.

AUDIENCE:                Graduate and advanced undergraduate students  
                                enrolled in degree programs at Tufts in  
                                engineering and science fields; individuals currently  
                                employed in the chemical/biotechnology  
                                processing industries

CURRICULUM: Presentation on the full spectrum of industrially practiced membrane separation-ultra and micro filtration, reverse osmosis, electrodialysis, membrane distillation and extraction, and membrane bioreactors

PRIVATE SECTOR PARTNERS: Abcor/Koch Membrane Systems, A.G. Technology, Amicon, Ionics, Memteck Corp, Sepracor

5. WORCESTER POLYTECHNIC INSTITUTE/PROTEIN PURIFICATION & SEPARATION METHODS (1986)

PROGRAM: Protein purification and separation methods

AUDIENCE: 18 graduate students pursuing M.S. and Ph.D degrees in Biotechnology and/or Chemical Engineering

CURRICULUM: Advanced level, 10-hour per week full semester course. Course offers hand-on training in the methods necessary to assist in the design and implementation of product/protein processing for the biotechnology industry

PRIVATE SECTOR PARTNERS: Biopure Fine Chemicals, Integrated Genetics, Millipore Corp., Zymark Corp.

*ALPHABETICAL LISTING*  
OF *MASSACHUSETTS*  
*BIOMEDICAL COMPANIES*





***A/G Technology Corporation***

34 Wexford Street

Needham, MA 02194

Tel: 617-449-5774

Established: 1981

Employees: 10

Contact: Mr. Myles Kleper, Vice President

*Product Code:*

Suppliers

*Product Description:*

Purification and Separation Devices; Ultrafiltration and microfiltration hollow fiber membranes cartridges; steam-in-place process scale ultrafiltration and microfiltration; oxygen enriched air generation systems

***Abiomed Corp.***

33 Cherry Hill Dr.

Danvers, MA 01923

Tel: 508-777-5410

Fax: 508-777-1561

Established: 1981

Employees: 65

Contact: Mr. David Lederman, President

*Product Code:*

Diagnostic

*Product Description:*

Medical laser and imaging equipment

***Acra-Cut, Inc.***

989 Main Street  
Acton, MA 01720

Tel: 508-263-2210  
Fax: 508-263-4102  
Established: 1983  
Employees: 20  
Contact: Mr. John Baker, President

*Product Code:*  
Medical/Surgical

*Product Description:*  
Disposable and reusable cranial perforators for neuro-surgery; units for adult and pediatrics in a variety of sizes

***Advanced Instruments, Inc.***

1000 Highland Avenue  
Needham Heights, MA 02194

Tel: 617-449-2000  
Fax: 617-455-8468  
Established: 1955  
Employees: 100  
Contact: Mr. Romano Micciche, President

*Product Code:*  
Medical/Surgical; Laboratory

*Product Description:*  
Biomedical equipment for clinical labs, emergency rooms, Intensive Care Units, pediatric and neonatal wards

***Advanced Magnetix, Inc.***

61 Mooney Street

Cambridge, MA 02138

Tel: 617-497-2070

Fax: 617-497-6927

Established: 1982

Employees: 16

Contact: Mr. Jerome Goldstein, President

***Product Code:***

Diagnostics; Suppliers

***Product Description:***

Radioimmunoassay kits for prostaglandins, leukotrienes, HETEs and cyclic nucleotides, magnetic affinity separations solid phases for radioimmunoassays, DNA probe assays, cell sorting; custom work immunoassays and magnetic separation

***Advanced Mechanical Technology Inc.***

151 California Street

Newton, MA 02158

Tel: 617-964-2042

Fax: 617-964-6234

Established: 1976

Employees: 46

Contact: Dr. Walter Syniuta, President

***Product Description:***

Produce force torque platforms, gait analyzers and physiological telemetry units used primarily in sports medicine applications

### ***Advanced NMR Systems***

30 Sonar Drive

Woburn, MA 01801

Tel: 617-938-6046

Fax: 617-938-8022

Established: 1983

Employees: 23

Contact: Mr. Ian Pykett, President

#### *Product Code:*

Diagnostic; X-Ray

#### *Product Description:*

Nuclear magnetic resonance imaging tomography systems; used in clinical and research applications including the development of high speed imaging and multi-nuclear imaging

### ***Alkermes, Inc.***

26 Landsdown Street

Cambridge, MA 02139

Tel: 617-494-0171

Fax: 617-494-9263

Established: 1988

Employees: 14

Contact: Mr. Stuart Davidson, President

#### *Product Code:*

Therapeutics

#### *Product Description:*

Research and Development for carrying CNS therapeutics across blood brain barrier; Drug Research and Development: cancer, neurodegenerative disorder, AIDS dementia; Delivery strategies using endogenous protein and CNS homing agents



***Alko Diagnostic Corp.***

333 Fiske Street

Holliston, MA 01746

Tel: 508-429-4600

Fax: 508-429-4900

Employees: 13

Contact: Mr. Alexander Kovacs, President

*Product Code:*

Diagnostic; Laboratory

*Product Description:*

Manufacture consumable reagents and labware electrodes and other accessories for clinical laboratory instruments. Specialize in supplies for automated electrolyte, pH blood gas and chemistry analyzers

***American BioAnalytical Inc.***

10 Huron Drive

Natick, MA 01760

Tel: 508-655-4336

Established: 1974

Employees: 12

Contact: Mr. Vincent Cooney, President

*Product Code:*

Laboratory

*Product Description:*

Manufacture cell culture media, laboratory reagents, and bacteriological filters

***American Biotechnologies***

359 Allston Street

Cambridge, MA 02139

Tel: 617-547-5535

Fax: 617-876-1268

Established: 1987

Employees: 18

Contact: Mr. Simon McKenzie, President

***Product Code:***

Suppliers

***Product Description:***

Intermediate components and custom services plasmid production, oligonucleotide synthesis, bacteriophage production vector construction, subcloning, diagnostic screening (viral), monoclonal antibody screening and production

***American Optical Corp.***

14 Mechanic Street

Southbridge, MA 01550

Tel: 508-765-9711

Employees: 3800

Contact: Mr. Maurice J. Cunniffe, Chairman and CEO

***Product Code:***

Ophthalmic

***Product Description:***

Manufacture eyeglass frames and lenses, hard and soft contact lenses, and ophthalmic supplies and accessories

***Amicon Division***

(W.R. Grace and Co.)

24 Cherry Hill Drive

Danvers, MA 01923

Tel: 617-777-3622

Fax: 617-777-6204

Established: 1963

Employees: 300

Contact: Mr. Peter Rigopoulos, President

***Product Code:***

Suppliers

***Product Description:***

Ultrafiltration membrane devices for separation of molecular and particulate components; chromatographic media, columns and systems for refined purification process, hollow fiber cell culture apparatus and serum free media; blood filtration

***Andonian Cryogenics Inc.***

26 Farwell Street

Newtonville, MA 02160

Tel: 617-969-8010

Employees: 32

Contact: Mr. Martin Andonian, President

***Product Description:***

Manufacture cryogenic instrumentation and containers, including liquid nitrogen and liquid helium containers, transfer lines, level gauges and level controls

***Angenics, Inc.***

100 Inman Street

Cambridge, MA 02139

Tel: 617-876-6468

Fax: 617-876-7965

Established: 1981

Employees: 65

Contact: Mr. Andre de Bruin, President

*Product Code:*

Diagnostics; Animal

*Product Description:*

BEST TEST (tm): bovine estrogen levels; SPOT TEST (tm): antibiotics in milk; research in latex agglutination assays and delivery systems for a wide range of human and animal diagnostics

***Angiographic Devices, Corp.***

300 Foster Street

Littleton, MA 01460

Tel: 508-486-4997

Fax: 508-486-9363

Established: 1980

Employees: 7

Contact: Mr. John Grady, President

*Product Code:*

X-Ray

*Product Description:*

Cardiac Catheterization and general angiographic medical X-Ray systems

***Applied Biotechnology***

80 Rogers Street

Cambridge, MA 02142

Tel: 617-492-7289

Fax: 617-492-8438

Established: 1983

Employees: 44

Contact: Mr. Steven Peltzman, President

***Product Code:***

Therapeutics; Diagnostics; Animal

***Product Description:***

Research and development of vaccines and oncogene-based cancer products through advanced biology and recombinant technology. Focus: recombinant live virus systems and production for preservation of animal and human infectious diseases: swine pseudorabies, leprosy

***Applied Fiberoptics, Inc.***

East Main Street

Southbridge, MA 01550

Tel: 508-765-9121

Fax: 508-764-3639

Established: 1968

Employees: 25

Contact: Mr. J. Will Hicks, President

***Product Code:***

Medical/Surgical

***Product Description:***

Fiber optic cables, high intensity light sources, operating head lights, hand held lighted surgical instruments, microscopes and endoscopes



***Applied Protein Technologies***

103 Brookline Street

Cambridge, MA 02139

Tel: 617-868-6085

Established: 1984

Employees: 25

Contact: Mr. Marcus Horn, President

***Product Code:***

Chemicals; Suppliers

***Product Description:***

Manufactures instrumentation and reagents in the fields of peptide and protein chemistry; also maintains laboratory services directed at protein and peptide chemistries

***Applied Science Laboratories***

334 Bear Hill Road

Waltham, MA 02154

Tel: 617-890-5100

Fax: 617-890-7966

Established: 1961

Employees: 25

Contact: Mr. Robert Sinclair, President

***Product Code:***

Ophthalmic

***Product Description:***

Manufactures high performance ophthalmological diagnostic instrumentation including eye view monitoring, corneal thickness measurement, and eye tracking systems

***APV Gaulin***

44 Garden Street  
Everett, MA 02149

Tel: 617-387-9300  
Fax: 617-387-4431  
Established: 1909  
Employees: 150

*Product Code:*  
Suppliers

*Product Description:*  
Cell disruption homogenizers; heat exchangers

***Aspen Technology***

251 Vassar Street  
Cambridge, MA 02139

Tel: 617-497-9010  
Fax: 617-497-7806  
Established: 1981  
Employees: 60  
Contact: Mr. Joseph Boston, President

*Product Code:*  
Suppliers

*Product Description:*  
Software to simulate bioprocessing operations, i.e., sterilization, fermentation, centrifugation, cell disruption, membrane separations, chromatography; applies technology to solve problems in bioprocess development, scale-up, and optimization

***Autochrom Inc.***

113 Cedar Street, Suite 3  
Milford, MA 01757

Tel: 508-478-2670  
Fax: 508-478-0217  
Established: 1980  
Employees: 10  
Contact: Mr. Thomas Clemow, President

*Product Code:*  
Laboratory

*Product Description:*  
Manufacturer of automated instrumentation used in data analysis and reduction of liquid chromatographs; products include data collection and storage software

***AVP Advanced Video Product***

29 Domino Drive  
Concord, MA 01742

Tel: 508-371-7130  
Fax: 508-369-8644  
Established: 1985  
Employees: 24  
Contact: Ms. Catherine Goliash, President

*Product Description:*  
Image display, transmission archiving

***Bard Cardiosurgery***

129 Concord Road

Billerica, MA 01821

Tel: 508-663-5353

Fax: 508-663-9250

Established: 1984

Employees: 200

Contact: Mr. Daniel Mulvena, President

***Product Code:***

Medical/Surgical; Implants/Prostheses

***Product Description:***

Manufacture specialty products used in cardiopulmonary bypass surgery, including oxygenators, cardiotomy reservoirs, hemo-concentrators, and extracorporeal cannulae

***Bard MedSystems Division***

87 Concord Street

North Reading, MA 01864

Tel: 508-664-5900

Fax: 508-664-0013

Established: 1968

Employees: 375

Contact: Mr. Dan Johanson, Vice President and General Manager

***Product Code:***

Suppliers

***Product Description:***

Manufacture infusion pumping systems, unit-dose medicine carts and casework, pharmacy packaging systems, and pharmacy computer systems

***Betagen Corporation***

100 Beaver Street

Waltham, MA 02154

Tel: 617-899-3400

Fax: 617-899-7063

Established: 1985

Employees: 35

Contact: Mr. Robert DePasqua, President

*Product Code:*

Suppliers

*Product Description:*

Automated systems for genetic analysis; two-dimensional, radiation imaging system for DNA research called the Betascope 603 Blot Analyzer

***Biogen, N.V.***

14 Cambridge Center

Cambridge, MA 02142

Tel: 617-864-8900

Fax: 617-491-1228

Established: 1978

Employees: 250

Contact: Mr. James Vincent, CEO

*Product Code:*

Diagnostics; Therapeutics; Animal

*Product Description:*

Research on products for the AIDS therapeutics, anti-inflammation and selected cancer markets



***Biomedical Technologies, Inc.***

378 Page Street

Stoughton, MA 02072

Tel: 617-344-9942

Fax: 617-341-1145

Established: 1981

Employees: 10

Contact: Mr. Maurice Lamarque, President

***Product Code:***

Diagnostics; Chemicals; Suppliers

***Product Description:***

Cell culture products, radioimmunoassay kits and components, enzyme immunoassay kits, immunohistochemical reagents and kits, polyclonal and monoclonal antibodies, proteins and other labeling reagents; radioactive products also produced

***Bionostics Inc.***

8 Craig Road

Acton, MA 01720

Tel: 617-263-3856

Established: 1983

Employees: 30

Contact: Mr. Bruce Williams, President

***Product Code:***

Laboratory; Diagnostic

***Product Description:***

Manufacture chemicals, reagents and controls for blood gas analyzers

***Biopure Corporation***

68 Harrison Avenue

Boston, MA 02111

Tel: 617-350-7800

Fax: 617-350-6614

Established: 1984

Employees: 34

Contact: Mr. Brian McGuinn, President

***Product Code:***

Therapeutics

***Product Description:***

Purified oxygen transport medium for in vitro for use in lab research in conjunction with liposome encapsulation, blood substitute development, polymerization, coacervation, tissue perfusion and extracorporeal organ studies; development of biochemical separation

***Biosurface Technology***

One Kendall Square

Building 200

Cambridge, MA 02139

Tel: 617-494-8484

Fax: 617-494-6561

Established: 1986

Employees: 31

Contact: Mr. Dave Castaldi, President

***Product Code:***

Therapeutic

***Product Description:***

Epithelial cell culturing service - small skin biopsies obtained from patients are cultured and grown into living sheets of transplantable epithelial tissue

***BioTechnica International, Inc.***

85 Bolton Street

Cambridge, MA 02140

Tel: 617-864-0040

Fax: 617-491-0813

Established: 1981

Employees: 200

Contact: Mr. Norman Jacobs, President

***Product Code:***

Diagnostics; Agriculture; Chemicals

***Product Description:***

DMDx test for periodontal disease; Silage inoculant; conventional seeds through seed company subsidiary research enzymes, research in improved genetic engineering of plant and agriculture microorganisms, genetic engineering of industrial yeast

***Biotechnology Development Corporation***

44 Mechanic Street

Newton, MA 02164

Tel: 617-965-7255

Fax: 617-965-6952

Established: 1983

Employees: 30

Contact: Mr. Irwin Gruverman, President

***Product Code:***

Suppliers

***Product Description:***

Pharmaceuticals, Cosmetics, High Tech Process Equipment, Surface Acoustic Sensor Devices

***Boston Biomedical, Inc.***

375 West Street

West Bridgewater, MA 02379

Tel: 508-580-1900

Fax: 508-580-2202

Established: 1988

Employees: 18

Contact: Mr. Richard Schumacher, President

*Product Code:*

Diagnostics; Suppliers

*Product Description:*

Processing of blood based components for infectious disease diagnosis test systems; Focus: HIV (AIDS), HTLV (adult T-cell leukemia) and viral hepatitis; offers facility as site for clinical trials to in-vitro test kit manufacturers

***Boston Scientific Corp.***

480 Pleasant Street

Watertown, MA 02172

Tel: 617-926-5026

Established: 1980

Employees: 350

Contact: Mr. Peter Nicholas, President

*Product Code:*

Medical/Surgical

*Product Description:*

Electrodes, cables, leads and gels, needles, syringes, tubings, tubes and catheters

***Bryan Corp.***

8 Johnson Street  
Woburn, MA 01801

Tel: 617-935-0004

Employees: 10

Contact: Mr. Frank Burton, President

***Product Code:***

Medical/Surgical

***Product Description:***

Manufacture fiberoptic examining equipment and accessories, including osteoscopes, bronchoscopes, laparoscopes, hysteroscopes, endoscopic forceps and bronchial tubes

***Cambridge Analytical Associates, Inc.***

1106 Commonwealth Avenue  
Boston, MA 02215

Tel: 617-232-2207

Fax: 617-731-1358

Established: 1979

Employees: 100

Contact: Mr. Martin Wolf, President

***Product Code:***

Environmental

***Product Description:***

Destruction of chemical wastes in soil and groundwater using naturally occurring micro-organisms; provide chemical analysis services and hazardous waste remediation services



### ***Cambridge BioScience***

365 Plantation Street  
Worcester, MA 01605

Tel: 508-797-5777  
Fax: 508-797-4014  
Established: 1981  
Employees: 105  
Contact: Mr. Gerald Buck, Chairman and CEO

#### ***Product Code:***

Diagnostics; Therapeutics; Animal

#### ***Product Description:***

AIDS Diagnostics and other diagnostics including for the detection of rotavirus, adenovirus group antigens, gastroenteritis and respiratory viruses; also developing vaccines

### ***Cambridge Medical Technology***

575 Middlesex Turnpike  
Billerica, MA 01865

Tel: 508-667-2161  
Fax: 508-667-8651  
Established: 1960  
Employees: 55  
Contact: Mr. Joseph Carroll, President

#### ***Product Code:***

Diagnostics; Animal

#### ***Product Description:***

Broad range of immuno diagnostic kits with clinical and veterinary applications

***Cambridge Neuroscience Research, Inc.***

One Kendall Square, Bldg. 700

Cambridge, MA 01239

Tel: 617-225-0600

Fax: 617-225-2741

Established: 1986

Employees: 33

Contact: Mr. Alan Dalby, President

***Product Code:***

Therapeutics

***Product Description:***

Development of patented products for the diagnosis, treatment and prevention of neurological and psychiatric disorders

***Cambridge Research Laboratory***

195 Albany Street

Cambridge, MA 02139

Tel: 617-491-2300

Fax: 617-868-6352

Established: 1981

Employees: 52

Contact: Mr. Louis Kamentsky, Director

***Product Code:***

Diagnostics

***Product Description:***

Diagnostic reagents and kits

***Cambridge Technology, Inc.***

23 Elm Street

Watertown, MA 02172

Tel: 617-923-1181

Established: 1979

Employees: 15

Contact: Mr. Edward Grenda, President

*Product Code:*

Suppliers

*Product Description:*

Cell harvesting instruments for laboratory automation

***Candela Laser Corp.***

530 Boston Post Road

Wayland, MA 01778

Tel: 508-358-7637

Fax: 508-358-5602

Established: 1970

Employees: 105

Contact: Dr. Horace Furumoto, CEO

*Product Code:*

Medical/Surgical

*Product Description:*

Manufacture flashlamp excited dye lasers and related accessories

***Cardiodata Corp.***

71 Lyman St

Northboro, MA 01532

Tel: 508-393-6330

Fax: 508-393-7594

Established: 1971

Employees: 36

Contact: Mr. Charles Feldman, President

***Product Code:***

Monitoring

***Product Description:***

Manufacture holter monitoring equipment

***Cardiovascular Instrument Corp.***

134 Water Street

Wakefield, MA 01880

Tel: 617-245-7799

Established: 1965

Employees: 12

Contact: Mr. Edward Urkiewicz, President

***Product Code:***

Medical/Surgical

***Product Description:***

Manufacture a line of heart/lung equipment and related accessories

***Cellcor Therapies, Inc.***

1256 Soldiers Field Road

Boston, MA 02135

Tel: 617-782-2204

Fax: 617-782-2132

Established: 1987

Employees: 28

Contact: Mr. Gary Cashon, President

*Product Code:*

Diagnostics

*Product Description:*

Currently conducting clinical research trials in the use of in-vitro activated lymphocytes for the treatment of Renal Cell Carcinoma. Research is being conducted at five sites around the U.S.A.; Research in antigen specific cancer therapy as well as utilizing their lymphocyte immunization process for transplantation

***Charles River Biotechnical Services***

251 Ballardvale Street

Wilmington, MA 01887

Tel: 508-657-6500

Established: 1982

Employees: 100

Contact: Mr. James Foster, President

*Product Code:*

Suppliers

*Product Description:*

Contract production of monoclonal antibodies in mouse fluid and utilizing Charles River Biotechnical Services's patented Opticell cell culture technology. Also engaged in sale of Opticell systems to companies for in-house cell culture production



***ChemDesign Corporation***

99 Development Road

Fitchburg, MA 01420

Tel: 508-345-9999

Fax: 508-342-9769

Established: 1983

Employees: 50

Contact: Mr. Richard Brooks, President

***Product Code:***

Chemicals; Suppliers

***Product Description:***

Production of protected amino acids, large intermediate, small-scale production of protected amino acids on a custom basis and separation technologies

***ChemGenes Corporation***

925 Webster Street

Needham, MA 02192

Tel: 617-449-5051

Established: 1981

Employees: 10

Contact: Dr. Suresh Srivastava, President

***Product Code:***

Suppliers

***Product Description:***

DNA chemical intermediates and biomedical diagnostic DNA

***Collaborative Research, Inc.***

2 Oak Park

Bedford, MA 01730

Tel: 617-275-0004

Fax: 617-275-0043

Established: 1961

Employees: 130

Contact: Dr. Orrie Friedman, President

***Product Code:***

Diagnostics; Therapeutics; Chemicals; Suppliers

***Product Description:***

Development of diagnostic tests for genetic diseases based on DNA probe technology

***Computer Design and Application***

8 Centennial Drive

Peabody, MA 01961

Tel: 508-977-3030

Fax: 508-977-9220

Established: 1977

Employees: 100

Contact: Mr. David Birhner, President

***Product Code:***

Diagnostic; X-Ray

***Product Description:***

Manufacture medical imaging systems

***Cordell Engineering***

6 Centennial Drive  
Peabody, MA 01960

Tel: 508-532-4200  
Fax: 508-532-6877  
Established: 1963  
Employees: 50  
Contact: Mr. Richard Reedy, President

*Product Code:*  
X-Ray

*Product Description:*  
Equipment that develops medical and dental x-ray film

***CoStar Corp.***

One Alewife Center  
Cambridge, MA 02140

Tel: 617-868-6200  
Fax: 617-868-2076  
Established: 1946  
Employees: 400  
Contact: Mr. Richard Morningstar, President

*Product Code:*  
Laboratory

*Product Description:*  
Manufacture disposable laboratory products and filtration devices

***Covalent Associates, Inc.***

52 Dragon Court  
Woburn, MA 01801

Tel: 617-938-1140  
Established: 1981  
Contact: Dr. Victor Koch, President

*Product Code:*  
Suppliers

*Product Description:*  
Conducts research and development on novel biosensor concepts;  
exploring surface-selective chemically modified electrodes for a variety of  
applications in fermentation processes

***Creative Biomolecules***

35 South Street  
Hopkington, MA 01748

Tel: 508-435-9001  
Established: 1981  
Employees: 21  
Contact: Dr. Charles Cohen, President

*Product Code:*  
Suppliers

*Product Description:*  
Technology for the commercial-scale production of protein-based  
products

***Crystal Diagnostics***

30 Commerce Way

Woburn, MA 01801

Tel: 617-933-4114

Fax: 617-935-2865

Established: 1982

Employees: 35

Contact: Mr. John Schulte, President

***Product Code:***

Diagnostics; Environmental

***Product Description:***

Developing disposable diagnostic services capable of quantitatively measuring substances in blood and urine

***Damon Biotech, Inc.***

119 Fourth Avenue

Needham Heights, MA 02194

Tel: 617-449-6002

Fax: 617-449-4010

Established: 1983

Employees: 100

Contact: Mr. Joseph Lovett, Sr. Vice President

***Product Code:***

Diagnostics; Therapeutics; Animal; Chemicals

***Product Description:***

Contract production of monoclonal antibodies for use in human health care industry; Research: production of chimeric antibodies, recombinant antibodies and controlled release technology for hormones and vaccines



***Damon Corp.***

115 Fourth Avenue

Needham Heights, MA 02194

Tel: 617-449-0800

Fax: 617-449-0588

Established: 1958

Employees: 3400

Contact: Mr. David Kosowsky, CEO

***Product Code:***

Laboratory

***Product Description:***

Manufacture centrifuges, clinical laboratory products, coagulation testing equipment, micotomes and cryogenic microtomes

***Damon Corp.***

Ultrasound Division

115 Fourth Street

Needham Heights, MA 02194

Tel: 617-449-0800

Fax: 617-449-7547

Established: 1986

Employees: 6

Contact: Mr. Daniel Cotte

***Product Code:***

Medical/Surgical

***Product Description:***

Portable ultrasound scanner

***Dan Kar Corporation***

P.O. Box 279

Reading, MA 01867

Tel: 617-944-1550

Established: 1976

Employees: 10

Contact: Mr. Terry Hahan

*Product Code:*

Suppliers

*Product Description:*

Protein and DNA sequencer equipment

***Diagnostic Electronics Corp***

221 Crescent Sreet

Waltham, MA 02154

Tel: 617-893-4000

Fax: 617-893-7343

Established: 1968

Employees: 15

Contact: Mr. Greg Wortheimer, President

*Product Code:*

Monitoring

*Product Description:*

Manufacture medical electronics equipment

***Dynamedics Inc.***

P.O. Box 51

Lincoln, MA 01773

Tel: 617-899-4433

Established: 1985

Employees: 2

Contact: Mr. Richard Wiggin, President

*Product Code:*

Monitoring

*Product Description:*

Manufacture products for ambulatory and physician office blood pressure monitoring and measurement

***Dynatech Corp.***

3 New England Executive Park

Burlington, MA 01803

Tel: 617-272-6100

Fax: 617-272-2304

Established: 1959

Employees: 3100

Contact: Mr. J.P. Barger, President

*Product Code:*

Laboratory

*Product Description:*

Manufacture electronic-based test and measurement instruments for laboratory applications

***Dyonics Inc.***

160 Dascomb Road

Andover, MA 01810

Tel: 508-470-2800

Fax: 508-470-2193

Established: 1964

Employees: 210

Contact: Mr. Charles Federico, President

***Product Code:***

Medical/Surgical

***Product Description:***

Manufacture arthroscopy and orthopedic surgical instruments, light sources and light guides

***Endogen, Inc.***

451 D Street

Boston, MA 02210

Tel: 617-439-3250

Established: 1983

Employees: 10

Contact: Mr. Phillip Servidori, VP Sales and Marketing

***Product Code:***

Diagnostics; Therapeutics; Chemicals; Suppliers

***Product Description:***

Diagnostic research ELISA's and research reagents

***Enzyme Center, Inc.***

36 Franklin Street

Malden, MA 02148

Tel: 617-322-4885

Employees: 30

Contact: Mr. Stanley Charm, President

*Product Code:*

Suppliers

*Product Description:*

Large scale fermentation, separation and purification of enzymes and biological material

***Enzytech, Inc.***

763 D Concord Avenue

Cambridge, MA 02138

Tel: 617-661-0940

Fax: 617-864-5824

Established: 1987

Employees: 14

Contact: Mr. Mark Skaletsky, CEO

*Product Code:*

Food; Chemicals

*Product Description:*

Delivery systems for protein drugs; stabilization, modification, use and delivery of catalytically and therapeutically active proteins and polypeptides; development of natural, functional food ingredients using enzymes in non-traditional environment



***ESA, Inc.***

45 Wiggins Avenue  
Bedford, MA 01730

Tel: 617-275-0100  
Fax: 617-275-5529  
Established: 1968  
Employees: 100  
Contact: Mr. A.V. Block, President

*Product Code:*  
Laboratory

*Product Description:*  
HPLC instrumentation and electrochemical detectors for biomedical research

***Fenwal Electronics, Inc.***

450 Fortune Boulevard  
Framingham, MA 01757

Tel: 508-478-6000  
Fax: 508-473-6035  
Established: 1955  
Employees: 340  
Contact: Mr. William Degnan Jr., President

*Product Code:*  
Monitoring; Medical/Surgical

*Product Description:*  
Thermistor (temperature sensitive resistor) assemblies primarily for measurement of temperature and blood flow

***Filtron Technology Corporation***

500 Main Street

P.O. Box 119

Clinton, MA 01510

Tel: 508-368-8582

Fax: 508-368-7734

Established: 1984

Employees: 20

Contact: Mr. Martin Hirsch, President

*Product Code:*

Suppliers

*Product Description:*

Ultrafiltration systems and devices

***Fiske Med-Science Inc.***

1000 Highland Ave

Needham Heights, MA 02194

Tel: 617-449-4034

Fax: 617-455-8468

Established: 1953

Employees: 45

Contact: Mr. Romano Micciche, President

*Product Code:*

Diagnostic; Laboratory

*Product Description:*

Manufacture osmometers, cryoscopes, titrators and pulmonary function test equipment

### ***Gene-Trak Systems***

31 New York Avenue

Framingham, MA 01701

Tel: 508-872-3113

Fax: 508-879-6462

Established: 1986

Employees: 133

Contact: Mr. Patrick Connoy, President

#### ***Product Code:***

Diagnostics; Food

#### ***Product Description:***

Nucleic acid probe tests for the detection of infectious pathogens (salmonella and listeria), HIV-1. Research: development of non-isotopic probe based tests for detection of pathogens in food and clinical samples; developing instrumentation to automate DNA probe technology

### ***Genemsco Corporation***

Genemsco Beach

Kingston, MA 02364

Tel: 617-585-3894

Established: 1983

Employees: 10

Contact: Mr. Lawrence Lee Slot, President

#### ***Product Code:***

Environment; Suppliers

#### ***Product Description:***

Supplies the educational community with cell cloning and gene splicing modules called "Dr. Cloners Genetic Engineering Home Cloning Kits"; electrophoresis apparatus, Caprine-Arthritis-Encephalitis-Virus, and caragheen. Research: Mytilus edulis byass fiber genetics

***General Scanning Inc.***

500 Arsenal Street

Watertown, MA 02172

Tel: 617-924-1010

Established: 1968

Employees: 250

Contact: Mr. Charles Winston, President

*Product Code:*

Diagnostic; Monitoring

*Product Description:*

Manufacture recorder modules for biomedical instruments, galvanometers, and optical scanners. Also O.E.M. supplier to manufacturers of electromedical equipment such as monitors and defibrillators

***Genetics Institute***

87 Cambridge Park Drive

Cambridge, MA 02140

Tel: 617-876-1170

Fax: 617-876-1504

Established: 1981

Employees: 400

Contact: Mr. Tuan Ha-Ngoc, Senior Vice President

*Product Code:*

Therapeutics; Diagnostics

*Product Description:*

tPA; GM-CSF; EPO; Factor VIII; Interleukin-3; M-CSF; cancer therapeutics; bone growth factors; blood cell growth factors. Research in blood cell growth factors, coagulation and clot dissolution agents; bone growth factors and cancer therapeutics.

***Gentest Corporation***

6 Henshaw Street  
Woburn, MA 01801

Tel: 617-935-5115  
Fax: 617-938-8644  
Established: 1983  
Employees: 7  
Contact: Mr. Charles L. Crespi, President

*Product Code:*  
Suppliers

*Product Description:*

Research and development and characterization of cell lines containing specific capacities to metabolize drugs and environmental chemicals. Focus: in vitro models of human metabolism. Produce metabolically competent cell lines and Mutagenicity assays in metabolically competent cell lines

***Genzyme Corporation***

75 Kneeland Street  
Boston, MA 02111

Tel: 617-451-1923  
Fax: 617-451-2454  
Established: 1981  
Employees: 258  
Contact: Mr. Henri Termeer, President

*Product Code:*  
Diagnostics; Therapeutics; Chemicals; Suppliers

*Product Description:*

Lymphokines for cellular immunology testing; Colony simululation factors and growth factors; Enzymes and inhibitors for glycoconjugates; glycoprotein remodelling technology; Therapeutic enzymes for enzyme replacement therapy; Diagnostic enzymes and substrates for reagent



***Haemonetics Corporation***

400 Wood Road

Braintree, MA 02184

Tel: 617-484-7100

Established: 1971

Employees: 800

Contact: Mr. John White, President

*Product Code:*

Laboratory

*Product Description:*

Manufacture specialized blood processing systems and related disposables used for blood collection and cell fractionation

***Harbor Medical Devices Inc.***

25 Drydock Avenue

Boston, MA 02210

Tel: 617-482-8800

Fax: 617-482-5629

Contact: Mr. William Barrett, Director of Marketing

*Product Code:*

Medical/Surgical

*Product Description:*

Manufacture implantable vascular access devices and disposable peripherals

***Harvard Apparatus Inc.***

22 Pleasant Street

Natick, MA 01760

Tel: 508-655-7000

Fax: 508-655-6029

Established: 1903

Employees: 55

Contact: Mr. Paul Grindle, CEO

***Product Code:***

Laboratory

***Product Description:***

Manufacture biotech research instrumentation, focusing on infusion pumping systems

***Hewlett-Packard Medical Group***

3000 Minuteman Road

Andover, MA 01810

Tel: 508-687-1501

Established: 1957

Employees: 4000

Contact: Mr. Benjamin Holmes  
Vice President/General Manager

***Product Code:***

Monitoring

***Product Description:***

Manufacture patient monitoring and life support systems

***Hologic, Inc.***

300 Bear Hill Road  
Waltham, MA 02154

Tel: 617-890-9944  
Fax: 617-890-8031  
Established: 1986  
Employees: 65  
Contact: Mr. S. David Ellenbogen, President

*Product Code:*

Diagnostic; X-Ray

*Product Description:*

X-ray bone densitometers

***Holometrix, Inc.***

99 Erie Street  
Cambridge, MA 02139

Tel: 617-868-8050  
Established: 1986  
Employees: 41  
Contact: Dr. Judith Kitchell, Manager, Biomaterials

*Product Code:*

Therapeutics; Animal; Agriculture; Environment; Chemicals

*Product Description:*

Structural protein design; Biomaterials. Research: controlled release of active agents; wound dressing systems; repair materials for avulsive maxillofacial injuries; solid waste disposal process development; biomass conversion to fuels and chemicals

***Hygeia Sciences***

330 Nevada Street  
Newton, MA 02160

Tel: 617-964-0200  
Established: 1980  
Employees: 120  
Contact: Mr. Edward Covell, President

*Product Code:*  
Diagnostics

*Product Description:*

Pregnancy test; Ovulation prediction test; Strep throat test; Gonorrhea test. Research: development of diagnostic products utilizing monoclonal and polyclonal antibodies for use by both physicians and consumers

***ImmunoGen, Inc.***

148 Sidney Street  
Cambridge, MA 02139

Tel: 617-661-9312  
Fax: 617-661-9334  
Established: 1981  
Employees: 30  
Contact: Mr. Mitchell Sayare, President

*Product Code:*  
Therapeutics

*Product Description:*

Therapeutics for non-Hodgkin lymphoma; acute lymphoblastic leukemia; acute granulocytic leukemia; breast cancer; colorectal cancer; small cell lung cancer. Research: monoclonal antibody conjugates for treatment of cancer

***Immunologic Pharmaceutical Corporation***

One Kendall Square

Building 600

Cambridge, MA 02139

Tel: 617-494-0060

Fax: 617-494-1394

Established: 1987

Employees: 23

Contact: Mr. Gustav Christiansen, President

***Product Code:***

Diagnostics; Therapeutics

***Product Description:***

Research on the human immune system

***Immunotech Corporation***

90 Windom Street

Boston, MA 02134

Tel: 617-787-1010

Established: 1980

Employees: 26

Contact: Mr. Francis Capitanio, President

***Product Code:***

Diagnostics

***Product Description:***

Enzyme immunoassay test kits for various thyroid, steroid and drug tests



***Imreg, Inc.***

One Kendall Square, Building 400  
Cambridge, MA 02139

Tel: 617-577-1066

Fax: 617-577-1198

Established: 1986

Employees: 40

Contact: Mr. A. Arthur Gottlieb, President

***Product Code:***

Diagnostics; Therapeutics; Animal

***Product Description:***

Patented biologics for treatment and diagnosis in which immune function is altered; these include IMREG-1 and IMREG-2 and other proprietary "immunomodulators", are derived from white blood cells and appear to be important, previously uncharacterized regulators of the human immune systems. The IMREG immunomodulators have the potential to treat and diagnose human diseases characterized by abnormal functions of the immune system: AIDS, ARC, Rheumatoid arthritis, Leprosy, some cancer, Type I Diabetes Mellitus; reactions to some toxic plants

***Industrial and Biomedical Sensors Corp.***

1393 Main Street

Waltham, MA 02154

Tel: 617-891-4201

Established: 1975

Employees: 15

Contact: S. Chang, President

***Product Code:***

Monitoring

***Product Description:***

Manufacture blood pressure monitors

***Integrated Chemical Sensors Corporation***

44 Mechanic Street

Newton, MA 02164

Tel: 617-965-6950

Established: 1985

Employees: 10

Contact: Dr. Carl Good, President

*Product Code:*

Suppliers

*Product Description:*

Biosensors which use monoclonal antibodies and measure environmental pollutants, drugs, hormones, chemical biological warfare agents and other substances

***International Equipment Company***

300 Second Avenue

Needham Heights, MA 02194

Tel: 617-449-0800

Fax: 617-444-6743

Established: 1901

Employees: 280

Contact: Mr. Norman Curtis, President

*Product Code:*

Laboratory

*Product Description:*

Bench top, large volume, high speed and ultra speed centrifuges. Also microtomes, microtome cryotats

***Ionics, Inc.***

65 Grove Street

Watertown, MA 02172

Tel: 617-926-2500

Fax: 617-926-4304

Established: 1948

Employees: 300

Contact: Mr. Arthur Goldstein, President and CEO

***Product Code:***

Environment; Food; Chemicals;

***Product Description:***

Membrane systems for purification of biologically active fluids; membranes for use in diagnostic and therapeutic applications. Research: development of membranes for separation and purification systems including membranes for electrically driven and pressure driven processes

***Keane Inc.***

10 City Square

Boston, MA 02129

Tel: 617-241-9200

Established: 1987

Employees: 800

Contact: Mr. John Keane, President

***Product Code:***

Laboratory

***Product Description:***

Manufacture packaged and customized software products to hospitals; also provides data processing facilities management services to hospitals

***Koch Process Systems, Inc.***

20 Walkup Drive

Westborough, MA 01581

Tel: 508-366-9111

Fax: 508-870-5930

Established: 1966

Employees: 210

Contact: W. J. McAuley, President

*Product Code:*

Suppliers

*Product Description:*

Ultrafiltration membrane separation systems, biotech liquifiers and purification equipment

***Laboratory Technologies Corp.***

400 Research Drive

Wilmington, MA 01887

Tel: 508-657-5400

Established: 1980

Employees: 30

Contact: Mr. Fredrick Putnam, President

*Product Code:*

Laboratory

*Product Description:*

Manufacture software packages for laboratory and test measurement for IBM PC's

***Level 1 Technologies, Inc.***

83 Enterprise Drive

Marshfield, MA 02050

Tel: 617-834-0023

Fax: 617-837-8402

Established: 1986

Employees: 30

Contact: Mr. Gary Tureski, President

***Product Code:***

Medical/Surgical

***Product Description:***

Blood and fluid warmers

***Lifeline Systems, Inc.***

One Arsenal Marketplace

Watertown, MA 02172

Tel: 617-923-4141

Fax: 617-923-1384

Established: 1974

Employees: 200

Contact: Mr. L. Dennis Shapiro, President

***Product Code:***

Handicap Aids; Home Health Care

***Product Description:***

Personal emergency response systems for use in the home



***Luxtec Corp.***

Technology Park  
Sturbridge, MA 01566

Tel: 508-347-9521  
Fax: 508-347-5704  
Established: 1982  
Employees: 41  
Contact: Mr. Bernard Clark, CEO

*Product Code:*

Medical/Surgical

*Product Description:*

Manufacture fiberoptic instruments, including headlights, retractors and video headlight camera systems

***Macrochem Corporation***

9 Linnell Circle  
Billerica, MA 01821

Tel: 508-670-5800  
Fax: 508-670-5824  
Established: 1981  
Employees: 17  
Contact: Mr. George Stevens, President

*Product Code:*

Therapeutics; Chemicals

*Product Description:*

Research: TNLY drug to reduce prostate cancer growth, TNCA drug to reduce bone calcium loss, ANTILON drug to control epilepsy, absorption enhancers for transdermal drug delivery, Heparin absorption filter, blood plasma volume expander

***Mansfield Scientific***

135 Forbes Boulevard

Mansfield, MA 02048

Tel: 508-339-4112

Employees: 110

Contact: Mr. John Pavlic, General Manager

***Product Code:***

Medical/Surgical

***Product Description:***

Electrodes, cables, leads, tubings tubes and catheters

***Matritech, Inc.***

763 D Concord Avenue

Cambridge, MA 02138

Tel: 617-661-6660

Established: 1987

Employees: 10

Contact: Mr. Stephen Chubb, President

***Product Code:***

Diagnostics

***Product Description:***

Antibodies to select proteins of human cell nuclei for use in the detection of cancer

***Medi-Tech Inc.***

480 Pleasant Street

Watertown, MA 02172

Tel: 617-923-1720

Employees: 100

Contact: Mr. Joseph Ciffolillo, President

***Product Code:***

Medical/Surgical

***Product Description:***

Syringes and needles, tubings, tubes and catheters

***Medical and Scientific Designs Inc.***

100 Longwater Circle

Norwell, MA 02370

Tel: 617-871-4442

Established: 1980

Employees: 55

Contact: Dr. Charles Rogers, President

***Product Code:***

Laboratory

***Product Description:***

Manufacture products for the diagnostic immunology laboratory, including automated assay processors and immunoassay reagents

***Medisense, Inc.***

128 Sidney Street

Cambridge, MA 02139

Tel: 617-492-2373

Fax: 617-576-6560

Established: 1982

Employees: 10

Contact: Mr. Ron Zwanziger, President

***Product Code:***

Diagnostics; Animal

***Product Description:***

Research and development of monoclonal antibodies, immunoassays, human diagnostics, polyclonal diagnostics, human diagnostic DNA, veterinary DNA diagnostics

***Memtek Corporation***

28 Cook Street

Billerica, MA 01821

Tel: 508-667-2828

Fax: 508-667-1731

Established: 1979

Employees: 90

Saul Sternberg, Vice President

***Product Code:***

Diagnostics; Therapeutics; Environment; Suppliers

***Product Description:***

Development and production of bioactive membranes for affinity separations, bioproducts harvesting, therapeutic plasma treatment and diagnostics

***Mentor O and O, Inc.***

3000 Longwater Drive

Norwell, MA 02061

Tel: 617-871-6950

Fax: 617-871-7785

Established: 1981

Employees: 100

Contact: Mr. Richard Young, Chairman

*Product Code:*

Ophthalmic

*Product Description:*

Diagnostic and surgical equipment for ophthalmology

***MicroCal, Inc.***

22 Industrial Drive, East

Northampton, MA 01060

Tel: 413-586-7720

Fax: 413-586-0149

Established: 1979

Employees: 12

Contact: Dr. John Brandts, President

*Product Code:*

Laboratory

*Product Description:*

MicroCal MC-2 Differential Scanning Calorimeter and the MicroCal OMEGA titration Calorimeter.



***Microfluidics Corporation***

44 Mechanic Street  
Newton, MA 02164

Tel: 617-965-7255  
Established: 1983  
Employees: 16  
Contact: Mr. David Halverson, President

*Product Code:*  
Suppliers

*Product Description:*  
High-performance mixing, dispersion and cell disruption equipment which produces liposomes and emulsions

***Micron Products Inc.***

Sawyer Passway  
Fitchburg, MA 01420

Tel: 508-345-5000  
Established: 1972  
Employees: 116  
Contact: Mr. Robert Sullivan, President

*Product Code:*  
Diagnostic; Monitoring

*Product Description:*  
Manufacture silver/silver chloride plated sensor elements for use as components of disposable electrodes, including EKG/ECC and related instruments

***Micron Separations, Inc.***

135 Flanders Road

P.O. Box 1046

Westborough, MA 01581

Tel: 508-366-8212

Established: 1982

Employees: 55

Contact: Dr. John Greenwood, President

*Product Code:*

Suppliers

*Product Description:*

Manufacture hydrophobic and hydrophilic nylon filters, supported cellulose filters and microfilter membranes

***Microvasive Inc.***

31 Maple Street

Milford, MA 01757

Tel: 508-478-2956

Established: 1981

Employees: 100

Contact: Mr. Robert DePasqua, President

*Product Code:*

Medical/Surgical

*Product Description:*

Endoscopic accessories

***Milligen***

75 Wiggins Avenue  
Bedford, MA 01737

Tel: 508-275-5208  
Established: 1986  
Employees: 130  
Contact: Mr. Christopher Simmons, President

*Product Code:*  
Suppliers

*Product Description:*  
Instruments and chemicals for the synthesis and sequence analysis of  
DNA and proteins

***Millipore Corporation***

Ashby Road  
Bedford, MA 01730

Tel: 617-275-9200  
Fax: 617-875-2050  
Established: 1954  
Employees: 3100  
Contact: Mr. John Gilmartin, President and CEO

*Product Code:*  
Suppliers

*Product Description:*  
Life science tools including new generation biomolecular instruments and  
reagent systems for peptide and DNA synthesis and protein sequencing;  
HPLC instrument chemistries and methodologies for isolating and  
purifying biomolecules, membrane devices

***MIRA***

87 Rumford Avenue

Waltham, MA 02154

Tel: 617-894-2200

Fax: 617-647-1855

Established: 1962

Employees: 65

Contact: Mr. Luc Schepens, President

*Product Code:*

Ophthalmic

*Product Description:*

Manufacture surgical instruments and materials for use in the ophthalmic field

***Moleculon Biotech, Inc.***

230 Albany Street

Cambridge, MA 02139

Tel: 617-577-9900

Established: 1984

Employees: 50

Contact: Mr. Arthur Obermayer, President

*Product Code:*

Therapeutics

*Product Description:*

Transdermal and controlled release drug delivery systems

***MP Video***

65 South Street  
Hopkinton, MA 01748

Tel: 508-435-2131

Fax: 508-435-2227

Established: 1974

Employees: 30

Contact: Mr. Melvin Prehovitz, President

***Product Code:***

Medical/Surgical

***Product Description:***

Medical sterilizable video cameras for endoscopy, automatic fibre optic light sources, medical video accessories

***New England Biolabs***

2 Tozer Road  
Beverly, MA 01915

Tel: 508-927-5054

Established: 1974

Employees: 32

Contact: Mr. Donald Comb, President

***Product Code:***

Suppliers

***Product Description:***

Restriction endonucleases; enzymes involved in nucleic acid, metabolism, ligases, methylases, exonucleases, DNA substrates, M13 DNA sequencing systems, oligonucleotides, linkers, custom synthesis



***Nourse Farms, Inc.***

RFD PO Box 485

South Deerfield, MA 01373

Tel: 413-665-2658

Established: 1969

Employees: 25

Contact: Mr. Timothy Nourse, President

*Product Code:*

Agriculture

*Product Description:*

Virus testing and tissue culture production

***Nova Biomedical Corp.***

200 Prospect Street

Waltham, MA 02254

Tel: 617-894-0800

Fax: 617-899-0417

Established: 1976

Employees: 500

Contact: Mr. Robert Coleman, President

*Product Code:*

Diagnostic

*Product Description:*

Electrolyte analyzers for routine hospital use or emergency applications.

Blood gas analyzers and hematology systems

***Osteo-Technology***

55 New York Avenue  
Framingham, MA 01701

Tel: 508-875-0101  
Fax: 508-875-7636  
Established: 1985  
Employees: 17  
Contact: Mr. Thomas Sherwin, President

***Product Code:***

Diagnostic

***Product Description:***

Desktop, PC based ultra-sound device for the evaluation of human bone strength

***Olson Medical Sales, Inc.***

28 Howe Street  
P.O. Box 289  
Ashland, MA 01721

Tel: 508-881-2250  
Fax: 508-881-4858  
Established: 1947  
Employees: 25  
Contact: M.B. Engstrom, President

***Product Code:***

Medical/Surgical

***Product Description:***

Disposable custom kits for heart surgery, including tubing, connectors, filters, reservoirs and oxygenators

***Omni-Flow Inc.***

317 New Boston Street  
Wilmington, MA 01887

Tel: 508-935-5440  
Fax: 508-938-0104  
Established: 1983  
Employees: 30  
Contact: Mr. James Coutre, President

*Product Code:*  
Medical/Surgical

*Product Description:*  
Manufacture infusion pumps

***Optical Diagnostic Systems Inc.***

46 Manning Road  
Billerica, MA 01821

Tel: 508-667-8111  
Fax: 508-671-0812  
Established: 1983  
Employees: 15  
Contact: Dr. Emile Kamieniecki, President

*Product Code:*  
X-Ray

*Product Description:*  
Manufacture X-ray imaging systems

***Optical Micro Systems, Inc.***

83 Pine Street

Peabody, MA 01960

Tel: 508-532-2112

Fax: 508-535-8013

Established: 1981

Employees: 35

Contact: Mr. Jeffery Hightower, President

***Product Code:***

Ophthalmic

***Product Description:***

Ophthalmic surgical instrumentation

***Organomation Associates, Inc.***

266 River Road West

Berlin, MA 01503

Tel: 508-393-2602

Fax: 508-838-2786

Established: 1959

Employees: 8

Contact: Mr. Neal McNiven, General Manager

***Product Code:***

Laboratory

***Product Description:***

Laboratory evaporators and extractors

***Orion Research Inc.***

529 Main Street

Boston, MA 02129

Tel: 617-242-3900

Fax: 617-242-4195

Established: 1962

Employees: 434

Contact: Mr. Alexander Jenkins, President

*Product Code:*

Laboratory

*Product Description:*

Manufacture ion-selective electrodes

***Polaroid Corporation***

575 Technology Square

Cambridge, MA 02139

Tel: 617-577-2000

Established: 1938

Employees: 10000

Contact: Dr. Thomas O'Brien, VP International Marketing

*Product Code:*

Diagnostic

*Product Description:*

Medical and dental imaging products



***Precision Systems Inc.***

16 Tech Circle  
High Tech Park  
Natick, MA 01760  
Tel: 508-665-7010  
Established: 1962  
Employees: 35  
Contact: Mr. Charles Bell, President

*Product Code:*  
Laboratory

*Product Description:*  
Manufacture osmometers and calcium titraters

***Pulpdent Corporation***

80 Oakland Street  
P.O. Box 780  
Watertown, MA 02272  
Tel: 617-926-6666  
Fax: 617-926-6262  
Established: 1947  
Employees: 35  
Contact: Mr. Harold Berk, President

*Product Code:*  
Dental

*Product Description:*  
Dental consumables

***Questek Inc***

44 Manning Road  
Billerica, MA 01821

Tel: 508-667-9919  
Fax: 508-667-6790  
Established: 1982  
Employees: 47  
Contact: Mr. Gary Klauminzer, President

*Product Code:*  
Medical/Surgical

*Product Description:*  
Manufacture excimer lasers

***Radiation Monitoring Devices, Inc.***

44 Hunt Street  
Watertown, MA 01581

Tel: 617-926-1167  
Fax: 617-926-9743  
Established: 1974  
Employees: 40  
Contact: Mr. Gerald Entine, President

*Product Code:*  
Diagnostic; Monitoring; Medical/Surgical

*Product Description:*  
Custom instrumentation for the detection of radiation, measurement of brain, kidney, liver and heart function, detection of tumor sites tagged via monoclonal antibodies, biotech analytical instrumentation

***Radionics Inc.***

76 Cambridge Street  
Burlington, MA 01803

Tel: 617-272-1233

Established: 1948

Employees: 30

Contact: Mr. Bernard Cosman, President

***Product Code:***

Medical/Surgical

***Product Description:***

Manufacture products used in neurology including: intracranial pressure monitors and measuring units, cerebrospinal and hydrocephalic catheters and shunts, forceps, electrodes, and untrasonic transducers

***Rainin Instrument Co., Inc.***

Mack Road  
Woburn, MA 01801

Tel: 617-935-3050

Established: 1963

Employees: 95

Contact: Mr. Kenneth Rainin, President

***Product Code:***

Laboratory

***Product Description:***

Manufacture chemicals, equipment and accessories for liquid chromatography

***Ranfac Corp.***

Avon Industrial Park

Avon, MA 02322

Tel: 508-588-4400

Fax: 508-584-8588

Employees: 50

Contact: Mr. Robert Adler, President

*Product Code:*

Medical Surgical

*Product Description:*

Manufacture hypodermic instruments

***Repligen Corporation***

One Kendall Square

Building 700

Cambridge, MA 02139

Tel: 617-225-6000

Fax: 617-494-1786

Established: 1981

Employees: 75

Contact: Mr. Sanford Smith, President

*Product Code:*

Diagnostics; Therapeutics; Suppliers

*Product Description:*

Extracorporeal plasma filtration device for treatment of cancer and autoimmune diseases, based on rProtein A(tm), rDNA 120 antigenic fragments for AIRS diagnosis, AIDS vaccine, lignin-degrading and modifying enzymes for pulp processing and Bacillus thuringiensis for insect control; food biotechnology; Primary research effort on AIDS vaccine and therapeutic development

***Research Biochemicals Inc.***

9 Erie Drive

Wayland, MA 01778

Tel: 508-358-7162

Established: 1980

Employees: 10

Contact: Ms. Evelyn Friedman, President

***Product Code:***

Laboratory

***Product Description:***

Manufacture biochemicals related to neurochemistry

***RNA Medical***

2 Craig Road

Acton, MA 01720

Tel: 508-263-6162

Fax: 508-263-2860

Established: 1976

Employees: 10

Contact: Mr. Bruce Williams, President

***Product Code:***

Laboratory

***Product Description:***

In vitro diagnostic solutions and reagents; Ph/blood gas controls, blood gas instrument reagents, calibrating gases and buffers, co-oximeter controls and reagents, ISE controls and reagents



***Rohm Tech, Inc.***

195 Canal Street

Malden, MA 02148

Tel: 617-321-6984

Fax: 617-322-0358

Established: 1986

Employees: 80

Contact: Mr. Ekkehard Grampp, President

*Product Code:*

Agriculture; Food; Chemicals

*Product Description:*

Enzymes for food processing with technical service break-up

***Romicon, Inc.***

100 Cummings Park

Woburn, MA 01801

Tel: 617-935-7840

Fax: 617-935-7183

Established: 1972

Employees: 115

Contact: Mr. Robert Cross, President

*Product Code:*

Suppliers

*Product Description:*

Ultrafiltration membranes, microfiltration membranes, chromatography media and columns, complete systems for separation and purification. Research: production development of membranes for separation and purification of bioproteins, cells, cell debris, enzyme and biological production

***Safer, Inc.***

189 Wells Avenue  
Newton, MA 02159

Tel: 617-964-2990  
Fax: 617-235-6237  
Established: 1978  
Employees: 50  
Contact: Mr. Milton Wilkins, President

Product Code:  
Agriculture

***Product Description:***

Research and development of biologically based pesticides and plant care products based upon fatty acid, plant oil and microbial (both naturally occurring and genetically engineered)

***Sanaline***

19 Union Street  
Scituate, MA 02066

Tel: 617-545-3060  
Established: 1975  
Employees: 15  
Contact: Mr. Richard Powderly, President

***Product Code:***

Environment; Food; Chemicals; Suppliers

***Product Description:***

Comprehensive line of microbiological testing products used in testing water, soft drinks, beer, wines, and other liquids where enumeration and identification of microorganisms is of importance

***Schott Fiber Optics, Inc.***

122 Charlton Street

Southbridge, MA 01550

Tel: 508-765-9744

Fax: 508-764-6273

Established: 1954

Employees: 350

Contact: Mr. Brian Edney, President

*Product Code:*

Diagnostic; Medical/Surgical

*Product Description:*

Fiber optic endoscopes for diagnostic and therapeutic applications

***SDK Healthcare Information Systems***

1550 Soldiers Field Road

Boston, MA 02135

Tel: 617-783-7351

Fax: 617-783-7351

Established: 1961

Employees: 100

Contact: Mr. Michael Kaufman, President

*Product Code:*

Suppliers

*Product Description:*

Manufacture patient care systems and general administrative systems for medical practices and hospitals

***Sepracor, Inc.***

33 Locke Drive

Marlborough, MA 01752

Tel: 508-481-6700

Fax: 508-481-7683

Established: 1985

Employees: 68

Contact: Mr. James Mzarek, President

*Product Code:*

Suppliers

*Product Description:*

Manufacture membranes for use in the areas of fermentation, extracorporeal blood processing and the manufacture of artificial organs

***Seragen, Inc.***

97 South Street

Hopkinton, MA 01742

Tel: 508-460-0412

Established: 1979

Employees: 70

Contact: Mr. Karl Ahrendt, President

*Product Code:*

Diagnostics; Therapeutics

*Product Description:*

RIA kits and supporting reagents for prostaglandins, throm-boxane, leukotrienes and HETEs. Research on hybrid protein molecules that home-in on specific type of cancer cells and on the immune cells responsible for rejecting organ transplants

***Serono Diagnostics, Inc.***

100 Longwater Circle

Norwell, MA 02061

Tel: 617-871-3962

Fax: 617-871-6766

Established: 1969

Employees: 100

Contact: Mr. Hersh Petrocelli, President

***Product Code:***

Diagnostics

***Product Description:***

U.S. marketing and distribution of diagnostic products manufactured by Ares Serono Group Companies throughout the world

***Shiley Infusaid Inc.***

1400 Providence Highway

Norwood, MA 02062

Tel: 617-769-8330

Fax: 617-769-0072

Established: 1981

Employees: 150

Contact: Mr. Richard Meelia, President

***Product Code:***

Medical/Surgical; Implant/Prostheses

***Product Description:***

Manufacture implantable medical pumps



***Sil-Med Corp.***

700 Warner Blvd.

Taunton, MA 02780

Tel: 508-823-7701

Established: 1974

Employees: 95

Contact: Mr. Arnold Dessel, President

***Product Code:***

Medical/Surgical

***Product Description:***

Manufacture silicone catheters

***Somatix, Inc.***

One Kendall Square

Cambridge, MA 02139

Tel: 617-225-6000

Fax: 617-494-1786

Established: 1988

Employees: 6

Contact: Mr. Gordon Kingsley, President

***Product Code:***

Therapeutics

***Product Description:***

Somatic cell therapy using retroviral vectors for gene transfer into somatic cells

***StatSpin Technologies***

588 Pleasant Street  
Norwood, MA 02062

Tel: 617-551-0100  
Fax: 617-551-0036  
Established: 1982  
Employees: 23  
Contact: Dr. Thomas Kelley, President

*Product Code:*  
Laboratory

*Product Description:*  
Products of collecting, preparing and processing of small samples of blood

***Sudbury Systems Inc.***

49 Boston Post Road  
Sudbury, MA 01776

Tel: 508-443-1100  
Fax: 508-443-1129  
Established: 1972  
Employees: 20  
Contact: Mr. Howard Cohen, President

*Product Description:*  
Manufacture random access voice storage and retrieval systems for radiological and clinical reports

***Summit Medical Technology Inc.***

150 Coolidge Avenue  
Watertown, MA 02172

Tel: 617-923-9633  
Fax: 617-923-4119  
Employees: 21  
Contact: Mr. David Muller, President

*Product Code:*  
Medical/Surgical

*Product Description:*  
Manufacture excimer lasers

***System Analysis Corp.***

1 Hollis Street  
Wellesley, MA 02181

Tel: 617-237-9500  
Established: 1976  
Employees: 30  
Contact: Mr. Robert Sage, President

*Product Code:*  
Laboratory

*Product Description:*  
Design and develop turnkey clinical laboratory data processing systems for hospitals

***T Cell Sciences, Inc.***

840 Memorial Drive  
Cambridge, MA 02139

Tel: 617-864-2160

Fax: 617-864-0854

Established: 1984

Employees: 66

Contact: Mr. James Grant, CEO

*Product Code:*

Diagnostics; Therapeutics

*Product Description:*

Developing diagnostic and therapeutic products for the detection, monitoring and treatment of immune system disorders, including: autoimmune diseases and infectious diseases and certain cancers

***Thermedics***

470 Wildwood St.  
P.O. Box 12999  
Woburn, MA 01801

Tel: 617-933-3786

Fax: 617-933-4476

Established: 1983

Employees: 129

Contact: Mr. John Wood, President

*Product Code:*

Laboratory; Implants/Prostheses

*Product Description:*

Manufacture biomedical products and biomaterials

***Thermo Cardiosystems***

470 Wildwood Street

P.O. Box 2697

Woburn, MA 01888

Tel: 617-932-8668

Fax: 617-933-4476

Established: 1988

Employees: 40

Contact: Mr. John Wood, President

***Product Code:***

Implant/Prostheses; Medical/Surgical; Therapeutic

***Product Description:***

Pneumatic and electric ventricular assist devices

***Transgenic Sciences, Inc.***

365 Plantation Street

Worcester, MA 01605

Tel: 508-752-4442

Established: 1987

Employees: 8

Contact: Mr. James Sherblom, President

***Product Code:***

Therapeutics; Agriculture

***Product Description:***

Research and development of products in the area of transgenic animal and human gene therapy



***Tropix***

47 Wiggins Avenue  
Bedford, MA 01730

Tel: 617-271-0045  
Fax: 617-275-8581  
Established: 1986  
Employees: 10  
Contact: Ms. Patricia McGrath, President

*Product Code:*  
Suppliers

*Product Description:*

Development of luminescent molecules and enhancers for detecting substances in chemical and biological samples. Marketing of analytical test kits, photosensitive film, photon detecting instruments for bioanalysis

***Waters Chromatography Division***

Millipore Corp.  
34 Maple Street  
Milford, MA 01757

Tel: 508-478-2000  
Fax: 508-872-1990  
Established: 1962  
Employees: 1075  
Contact: Mr. Chane Graziano, President

*Product Code:*  
Chemicals; Suppliers

*Product Description:*

Development of instruments, chemicals, and methodologies for protein purification, amino acid analysis DNA isolation and analysis, neurotransmitter analysis, characterization of carbohydrates, HPLC instruments

***ZMI Corporation***

500 West Cummings Park  
Woburn, MA 01801

Tel: 617-933-9150  
Fax: 617-933-1807  
Established: 1981  
Contact: Mr. Rolf Stutz, President

*Product Code:*

Diagnostic; Monitoring; Therapeutic

*Product Description:*

External pacemaker pulse generator with ECG monitor (non-invasive);  
external pacemaker/defibrillator combination with ECG monitor (non-  
invasive); ECG electrodes disposal

***Zymark Corporation***

Zymark Center  
Hopkinton, MA 01748

Tel: 508-435-9501  
Fax: 508-626-8652  
Established: 1981  
Employees: 150  
Contact: Mr. Francis Zenie, President

*Product Code:*

Environmental; Suppliers

*Product Description:*

Laboratory robotic systems and accessories for chemistry and  
biotechnology; systems support and training



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## **BIOMED SURVEY**

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company Contact & Title: \_\_\_\_\_

Year Established: \_\_\_\_\_

# of Employees: \_\_\_\_\_ #of Employees in Sales: \_\_\_\_\_

Biomed Products as a Percent of Total Sales: \_\_\_\_\_

Annual Biomed Product Sales: \_\_\_\_\_

Please indicate by checking below your interest in:

- ☐ Importing and distributing U.S. Biomed Products.
- ☐ Entering into a partnership with a U.S. company to develop and market medical products for the German market.
- ☐ Interested in joint-venture or licensing arrangement with an American firm.

Please circle the category of products that you are interested in cooperating with an American company on:

### **MEDICAL**

Dental  
Handicap Aids  
Home Health Care Products  
Laboratory Equipment & Supplies  
Medical Diagnostic Equipment  
Medical Implants/Prostheses  
Medical Monitoring Equipment  
Medical/Surgical  
Medical Therapeutic Equipment  
Rehabilitation Devices  
Other

### **BIOTECHNOLOGY**

Agriculture  
Animal Health Care  
Environmental Applications  
Food Processing  
Human Health Care:  
- Diagnostics  
- Therapeutics  
Specialty Chemicals  
Suppliers  
Other

Please describe below the specific medical products your firm is most interested in cooperating with an American company on:

Please describe your firm's biomedical activities as completely and concisely as possible:

Research:

Products/Services:

Briefly describe your current customer base (for example, size of customer companies and areas they are working in):

Please list the products you are currently distributing or producing:

Which category does your customer base belong to:

- ☐ Under \$1 million sales
- ☐ \$1 million - \$5 million sales
- ☐ \$5 million - \$50 million sales
- ☐ \$50 million - \$250 million sales
- ☐ Over \$250 million sales
- ☐ Unable to generalize
- ☐ Other

Please list the U.S. companies your company is doing business with and the nature of the relationship. Please include contact address and contact name if possible:

Please describe your sales and support organization:

Please return to:  
Massachusetts International Trade Council, Inc.  
100 Cambridge Street, Suite 902  
Boston, MA 02202 USA  
Tel: (617) 367-1830  
Fax: (617) 227-3488



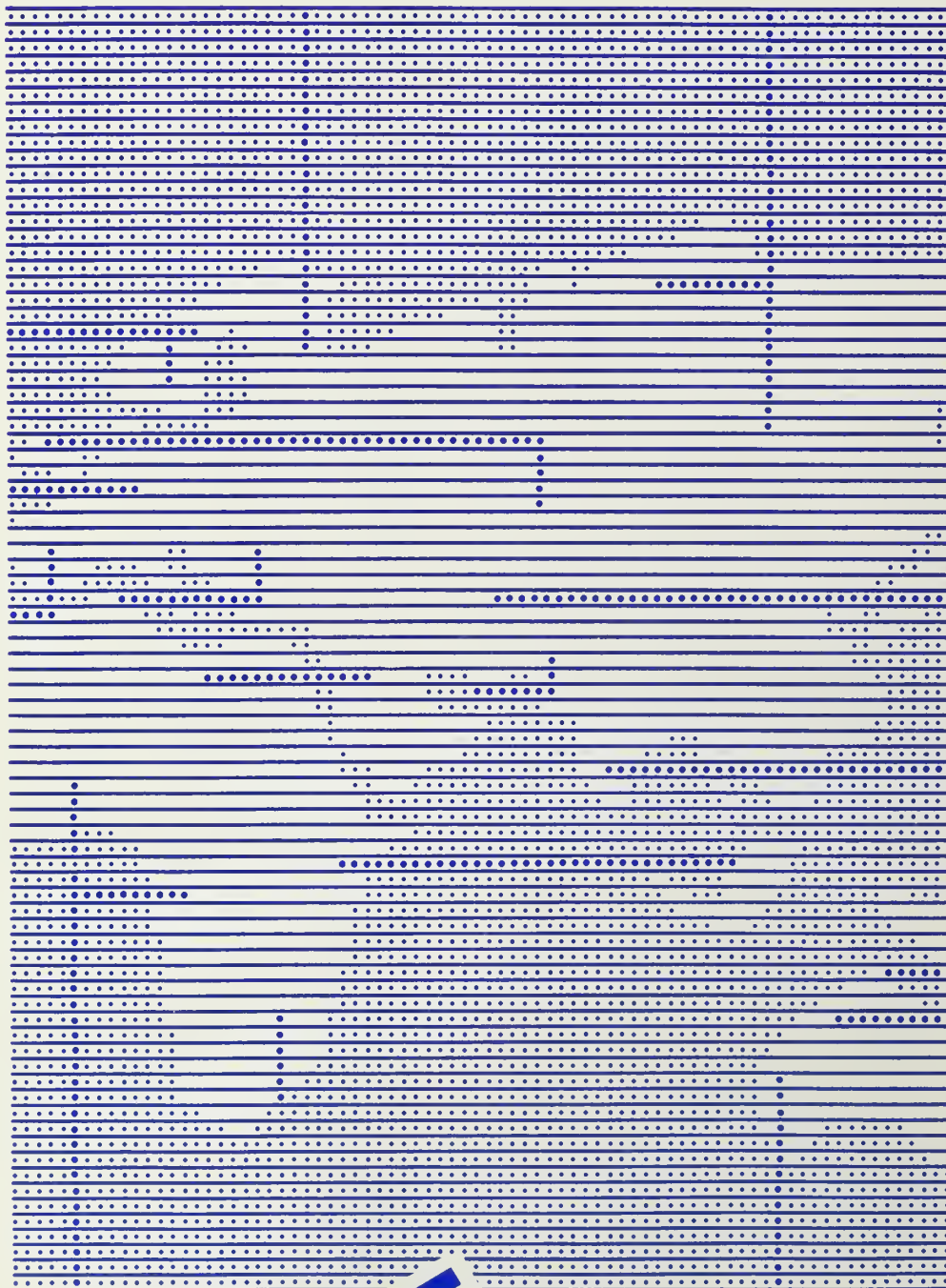




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Commonwealth of Massachusetts  
Michael S. Dukakis  
Governor  
Alden S. Raine  
Secretary of Economic Affairs



EXPORT  
90's